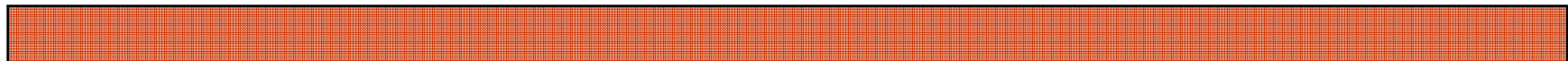




# **Presentation on Performance for the Quarter June 2011**





## Overview of Performance – Qtr June 2011

		Rs cr		YOY Growth %
Operating Profit	:	2474	↑	17.9
Net Profit	:	1105	↑	3.4
Total Business	:	567005	↑	25.4
Total Assets	:	385716	↑	24.4
Deposits	:	324097	↑	26.9
Credit	:	242908	↑	23.4



# Profit

(Rs. Crore)

Sl.	Parameters	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
					Amt.	(%)
1	Interest Income	5972	8315	7440	2344	39.3
2	Interest Expenses	3373	5200	4411	1827	54.2
3	NII (Spread) (1-2)	2598	3115	3029	517	19.9
4	Other Income	892	1084	1145	192	21.5
5	Operating Expenses	1392	1725	1667	333	23.9
6	Contribution (4-5)	-500	-641	-521	-141	-28.2
7	Operating Profit (3+6)	2098	2474	2508	376	17.9
8	Provisions	1030	1369	1307	339	32.9
9	Net Profit	1068	1105	1201	37	3.4



## **Profit from Core Operations**

(Rs. crore)

Particulars	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
				Amt.	Gr. (%)
Net Profit Declared	1068	1105	1201	37	3.4
Treasury Trading Profit	121	48	53	-73	-60.5
Depreciation	14	134	47	120	881.6
Core Net Profit (Excl Trading Profit & impact of Depreciation)	961	1191	1195	230	23.9
Operating Profit Declared	2098	2474	2508	376	17.9
Treasury Trading Profit	121	48	53	-73	-60.5
Core Operating Profit (Excluding Trading Profit)	1977	2426	2455	449	22.7



# Provisions

(Rs. Crore)

Sl.	Particulars	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
					Amt.	%
1	Provision towards NPAs (Net of floating provisions)	548	566	544	18	3.2
1 a	Of which-Additional Provision due to regulatory increased requirements		243			
2	Standard Advances	40	159	100	119	297.7
2 a	<i>Of which-Additional Provision due to regulatory increased requirements</i>		146			
3	Depreciation on Investment	14	134	47	120	881.6
4	Income Tax	496	475	579	-20	-4.1
5	Others	-68	35	38	103	
6	Total Provision	1030	1369	1307	339	32.9

*Incremental Provision as per Revised RBI Guidelines NPA Rs. 389 cr.*



## **Break-up : Income**

(Rs. Crore)

Sl.	Parameters	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
					Amt.	(%)
1	Interest on Advances	4676	6576	5904	1900	40.6
2	Interest on Investments	1275	1686	1472	410	32.2
3	Other Interest Income	20	54	64	33	162.5
4	Interest Income (1+2+3)	5972	8315	7440	2344	39.3
5	Other Income	892	1084	1145	192	21.5
	of which					
6	Core Non-Interest Income	635	795	750	160	25.2
7	Recovery in Written off a/cs	76	109	221	33	43.1
8	Trading Profit	121	48	53	-73	-60.5
9	Dividend from Liquid MF	58	126	120	68	117.9
10	Residual (incl Derivative inc)	1	5	2	4	313.4
11	Total Income (4+5)	6863	9399	8586	2536	36.9



## **Fee Based Income**

(Rs. Crore)

Sl.	Particulars	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
					Amt.	(%)
1	Processing Fees	210	247	119	37	17.6
2	LC/LG Income	131	165	165	34	25.9
3	Bills & Remittance	66	85	80	18	27.7
4	Incidental Charges	23	35	36	11	47.8
5	Inc from ATM operations	32	63	63	31	97.9
6	Income from Ins & MF	3	3	7	0	3.4
7	Misc Income	56	65	170	10	18.0
8	Exchange Profit	114	131	109	18	15.8
9	Core Non Interest Income	635	795	750	160	25.2



## **Break-up : Expenditure**

(Rs. Crore)

Sl.	Parameters	Q1' FY 11	Q1' FY 12	Q4' FY 11	Variation (Q1'12 over Q1'11)	
					Amt.	(%)
1	Intt. Paid on Deposits	3092	4825	4052	1733	56.0
2	Intt. Paid on Borrowings	27	60	69	33	121.6
3	Others	254	315	290	61	24.0
4	Total Interest Paid (1+2+3)	3373	5200	4411	1827	54.2
5	Estab. Expenses	995	1213	1129	217	21.8
	Of Which					
5a	Employee Benefits (AS-15)	347	504	417	157	45.2
6	Other Operating Expenses	397	512	538	116	29.2
7	Operating Expenses (5+6)	1392	1725	1667	333	23.9
8	Total Expenses (4+7)	4765	6925	6078	2160	45.3





## **Cost & Yield Ratio**

(Annualized)

<b>Sl.</b>	<b>Particulars</b>	<b>Q 1' FY 2011</b>	<b>Q 1' FY 2012</b>	<b>Q 4' FY 2011</b>
<b>1</b>	<b>Cost of Deposit [%]</b>	<b>5.02</b>	<b>6.28</b>	<b>5.64</b>
<b>2</b>	<b>Cost of Fund [%]</b>	<b>4.50</b>	<b>5.44</b>	<b>4.91</b>
<b>3</b>	<b>Yield on Advances [%]</b>	<b>10.24</b>	<b>11.38</b>	<b>10.83</b>
<b>4</b>	<b>Yield on Investment [%] (coupon bearing sec)</b>	<b>7.26</b>	<b>7.65</b>	<b>7.10</b>
<b>5</b>	<b>Yield on Fund [%]</b>	<b>7.97</b>	<b>8.70</b>	<b>8.28</b>
<b>6</b>	<b>Net Interest Margin [%]</b>	<b>3.91</b>	<b>3.84</b>	<b>3.91</b>



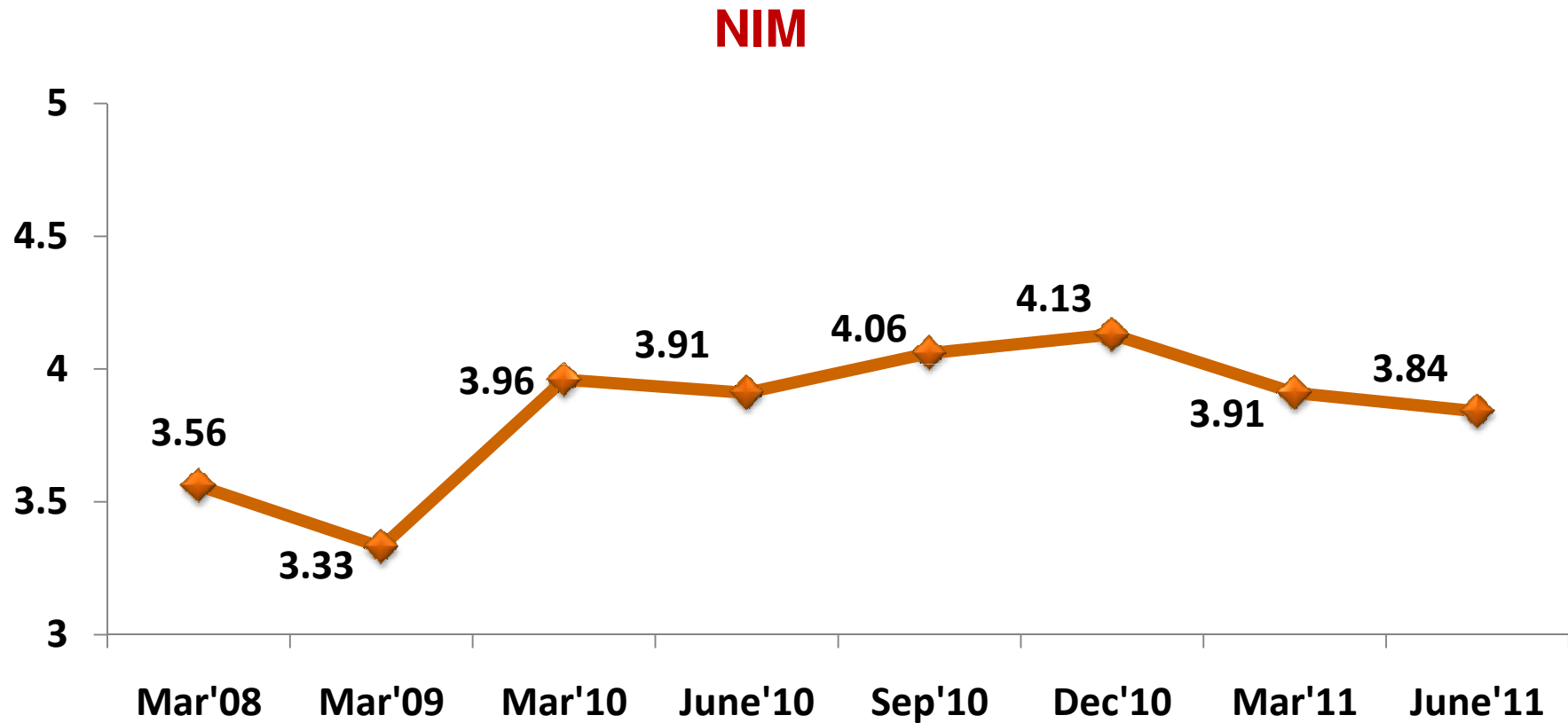
# **Profitability Ratio**

(Annualized)

<b>Sl.</b>	<b>Particulars</b>	<b>Q 1' FY 2011</b>	<b>Q 1' FY 2012</b>	<b>Q4' FY 2011</b>
<b>1</b>	<b>Return on Assets [%]</b>	<b>1.38</b>	<b>1.16</b>	<b>1.34</b>
<b>2</b>	<b>Return on Net worth [%]</b>	<b>24.70</b>	<b>20.91</b>	<b>23.97</b>
<b>3</b>	<b>Opt. Profit to AWF [%]</b>	<b>2.80</b>	<b>2.59</b>	<b>2.79</b>
<b>4</b>	<b>Cost to Income Ratio [%]</b>	<b>39.88</b>	<b>41.08</b>	<b>39.93</b>
<b>5</b>	<b>Estb. Exp. To Total Exp. [%]</b>	<b>20.89</b>	<b>17.51</b>	<b>18.58</b>
<b>6</b>	<b>Opt. Exp. To AWF [%]</b>	<b>1.86</b>	<b>1.81</b>	<b>1.85</b>
<b>7</b>	<b>Book Value per Share [Rs]</b>	<b>548.66</b>	<b>667.36</b>	<b>661.20</b>
<b>8</b>	<b>Earnings per share [Rs]</b>	<b>135.53</b>	<b>139.52</b>	<b>154.52</b>



# Quarterly Net Interest Margin



**NIM for Q1 FY'11 : 3.91**

**for Q1 FY'12 : 3.84**



# **Business**

(Rs. Crore)

Sl.	Parameters	Qtr 1 FY 11	FY Mar'11	Qtr 1 FY 12	Variation (%)	
					Over Mar'11	Over Jun'10
1	Total Business	452205	555005	567005	2.2	25.4
2	Total Deposit	255335	312899	324097	3.6	26.9
3	Total Advances	196870	242107	242908	0.3	23.4
4	CD Ratio [%]	77.10%	77.38%	74.95%		



# Deposit

(Rs. Crore)

Sl.	Parameters	Qtr 1 FY 11	FY Mar'11	Qtr 1 FY 12	Variation (%)	
					Over Mar'11	Over Jun'10
1	Total Deposit	255335	312899	324097	3.6	26.9
2	Bulk incl. CD	47822	71405	77796	9.0	62.7
3	<i>Share of Bulk to Total %</i>	<i>18.73</i>	<i>22.82</i>	<i>24.00</i>		
4	Core Deposit	207513	241494	246301	2.0	18.7
5	<i>Core Dep. To Total (%)</i>	<i>81.27%</i>	<i>77.18%</i>	<i>76.00%</i>		
6	SB Deposit	81847	93487	94875	1.5	15.9
7	Current Deposit	22538	26838	26384	-1.7	17.1
8	CASA Deposit	104385	120325	121260	0.8	16.2
9	<i>Share of CASA (%)</i>	<i>41.6%</i>	<i>39.2%</i>	<i>38.1%</i>		

**CASA as percentage to Core Deposit is at 49.23%.**



# Advances- Sectoral

(Rs. Crore)

Sl.	Parameters	Q1 FY'11	As on 31.03.11	Q1 FY'12	% Share in Dome. Non Food Credit	Variation Jun'11 over 31.03.11		Variation Jun'11 over Jun 10	
						Amt.	(%)	Amt.	(%)
1	Global Gross Advances	198654	243998	245259		1261	0.5	46605	23.5
2	Overseas Advances	8063	12904	14318		1414	11.0	6255	77.6
3	Domestic Gr. Advances	190591	231094	230941		-153	-0.1	40350	21.2
3a	Food Credit	3722	4421	4806		385	8.7	1084	29.1
3b	Dom. Non-Food Gr. Adv.	186869	226673	226135	100.0	-538	-0.2	39266	21.0
	- of Which								
4	Agriculture & Allied	30240	35462	34153	15.1	-1309	-3.7	3913	12.9
5	Industry	94236	114072	114912	50.8	840	0.7	20676	21.9
5a	MSME Manufacturing	20090	26848	27336	12.1	488	1.8	7246	36.1
5b	Large Industry	74146	87224	87576	38.7	352	0.4	13430	18.1
6	Retail Loans	19437	23621	24154	10.7	533	2.3	4717	24.3
	<i>Of which</i>								
6a	Housing	9738	11816	11835	5.2	19	0.2	2097	21.5
6d	Other Retail Loans	9699	11805	12319	5.4	514	4.4	2620	27.0
7	Comm. Real Estate	10767	9731	10434	4.6	703	7.2	-333	-3.1
	Of which Lease Rental	3149	3839	4652	1.9	813	21.2	1503	47.7
8	Services & Others	32189	43788	42482	18.8	-1306	-3.0	10293	32.0

**MSME Advances: Rs 46714 cr YOY 26.19%**



# *Advances – Industry wise Breakup* (Rs. Crore)

Major Industry wise Deployment	June'10		Mar'11		June'11		Variation Jun' 11/Jun'10	
	Amt.	Share (%)	Amt.	Share (%)	Amt.	Share (%)	Amt.	(%)
Food Processing	3334	3.54	3495	3.06	3026	2.63	-308	-9.24
Textiles	6172	6.55	7785	6.82	7972	6.94	1800	29.16
Chemical & Chemical Products	2710	2.88	3082	2.7	3011	2.62	301	11.11
Cement & Cement Products	1562	1.66	1178	1.03	1242	1.08	-320	-20.49
Basic Metal & Metal Products	10102	10.72	11639	10.2	12630	10.99	2528	25.02
-Iron & Steel	9062	9.62	9930	8.71	9969	8.68	907	10.01
Petroleum	2018	2.14	2566	2.25	2550	2.22	532	26.36
Engineering Products	2624	2.78	2712	2.38	2865	2.49	241	9.18
Rubber & plastic products	1069	1.13	1322	1.16	1371	1.19	302	28.25
Vehicles parts & equipments	1282	1.36	1472	1.29	1548	1.35	266	20.75
Gems & Jewellery	1340	1.42	1343	1.18	1389	1.21	49	3.66
Construction	2352	2.50	1943	1.7	2647	2.30	295	12.54
Infrastructure	27772	29.47	35596	31.2	37017	32.21	9245	33.29
-Power	9939	10.55	16299	14.29	17160	14.93	7221	72.65
-Tele-Communication	7333	7.78	8414	7.38	8639	7.52	1306	17.81
- Roads & Ports	5534	5.87	6501	5.7	6885	5.99	1351	24.41
- Others	4966	5.27	4382	3.84	4333	3.77	-633	-12.75
Residual	31899	33.85	37461	32.84	37644	32.76	5745	18.01
<b>Industry</b>	<b>94236</b>	<b>100.00</b>	<b>114072</b>	<b>100</b>	<b>114912</b>	<b>100.00</b>	<b>20676</b>	<b>21.94</b>



# ***Investment***

(Rs. Crore)

SL	Particulars	Jun'10	Mar'11	Jun'11
1	Gross Investment	81036	95513	100992
2	Held To Maturity (HTM)	64546	71820	77469
3	Available For Sale (AFS)	14764	21067	22212
4	Held For trading (HFT)	1726	2626	1310
5	Duration (AFS)	2.35	2.86	3.35
6	Modified Duration (AFS)	2.24	2.71	3.21
7	Duration Total Portfolio	4.86	4.63	4.65
8	Modified Duration Total Portfolio	4.67	4.44	4.45
9	Net demand & time Liabilities	261574	300464	325872
10	SLR (%)	25.09	27.06	26.07
11	SLR HTM to Total SLR (%)	91	88	88.00
12	HTM To Gross Investment (%)	80	75.19	76.71





## ***Non-Performing Assets***

( Rs. Crore)

Parameters	Jun'10	Mar'11	Jun'11
NPA as at the beginning of Yr.	3214	3214	4379
Cash Recovery	366	938	418
Cash recovery through debt relief	145	232	0
Upgradation	133	410	234
Write Off	173	1592	11
Total Reduction (2+3+4)	817	3172	663
Fresh Addition	1216	4337	1177
Gross NPAs end period	3614	4379	4894
Eligible Deductions including Provisions	2330	2341	2803
Net NPAs	1283	2039	2091
Recovery in written-off debt A/Cs	76	510	109

Particulars	Jun'10	Mar'11	Jun'11
Gross NPA%	1.82%	1.79%	2.00%
Net NPA%	0.66%	0.85%	0.86%
NPA Coverage Ratio	77.61%	73.21%	74.27%



# ***Restructured Accounts***

(Rs. Crore)

Sl.	Particulars	No.	Amt.
1	Below Rs. 1 Crore	15339	675
2	Rs. 1 Crore & above	731	15202
3	Total	16070	15877
4	Out of 3 Standard Restructured A/cs	15196	15534
5	NPA A/c restructured	874	343
6	Out of 4 above A/cs slipped to NPA	978	2014

***O/s Restructured % to Gross Adv 4.65%***

Standard Restructured	Total Standard Restructured		Out of which Slipped to NPA	
	A/C	Amt	A/C	Amt
Out of A/Cs restructured in FY 08-09	11840	3852	830	1050
Out of A/Cs restructured in FY 09-10	2517	7980	139	896
Out of A/Cs restructured in FY 10-11	788	3190	9	68
Out of A/Cs restructured in QTR Jun'11	51	512	0	0
<b>TOTAL</b>	<b>15196</b>	<b>15534</b>	<b>978</b>	<b>2014</b>

***Slippages as % to Restructured Portfolio 12.68%***



# ***Sectorwise Restructured Accounts*** (Rs. Crore)

## ***Position 01.04.2011 to 30.06.2011***

Sl.	Restructured Accounts	No.	Amt. O/s	Diminution in Fair Value
1	Standard Adv.	51	512	4.36
2	Sub Standard Adv.	2	36	5.82
3	Doubtful Adv.	1	15	0.00
	<b>Total</b>	<b>54</b>	<b>563</b>	<b>10.17</b>

## ***Position 01.04.2008 to 30.06.2011***

Sl.	Restructured Accounts	No.	Amt. Restructured
1	Under CDR	32	2484
2	Under SME	1649	1466
3	Others (Non-CDR)	14389	11927
	<b>Total</b>	<b>16070</b>	<b>15877</b>
	<b>O/s Restructured A/Cs</b>		
	<b>Total</b>	<b>11701</b>	<b>11418</b>

	Particulars	April'08- Mar'11	Jun'11 (3 M)	Total
A	Agriculture	116	3	119
B	Housing	21	2	23
C	Real Estate	1456	0	1456
D	Industry	11499	548	12048
E	Others	2221	10	2231
<b>Out of D above major Industry</b>				
1	Iron & Steel	2026	94	2120
2	Infrastructure	2071	25	2096
3	Textiles	1413	35	1448
4	Aviation	1253	0	1253
5	Drilling	1094	0	1094
6	Hotel	754	24	778
7	Paper/Printing	637	18	655
8	Sugar	632	0	632
9	Education	435	51	486
10	Pharma	300	15	315
11	Cement	288	0	288
12	Wind Mill/POWER	2	285	287
13	Trading	163	0	163
14	Manufac Act	155	0	155
15	Engineering	141	0	141
16	Auto	134	2	135



## **Capital Adequacy (Basel II)**

(Rs. Crore)

Sl.	Particulars	Jun'10	Mar'11	Jun'11
	<b>Capital Fund</b>			
<b>1</b>	<b>Tier I</b>	<b>17309</b>	<b>20979</b>	<b>20961</b>
<b>2</b>	<b>Tier II</b>	<b>10076</b>	<b>9909</b>	<b>9580</b>
<b>3</b>	<b>Total (Tier I+II)</b>	<b>27386</b>	<b>30888</b>	<b>30540</b>
<b>4</b>	<b>Risk-weighted Assets</b>	<b>198951</b>	<b>248760</b>	<b>246258</b>
<b>5</b>	<b>Capital Adequacy Ratio (%)</b>	<b>13.77%</b>	<b>12.42%</b>	<b>12.40%</b>
<b>6</b>	<b>Tier I (%)</b>	<b>8.70%</b>	<b>8.44%</b>	<b>8.51%</b>
<b>7</b>	<b>Tier II (%)</b>	<b>5.07%</b>	<b>3.98%</b>	<b>3.89%</b>

**CRAR position with profit plough back: 12.86%**

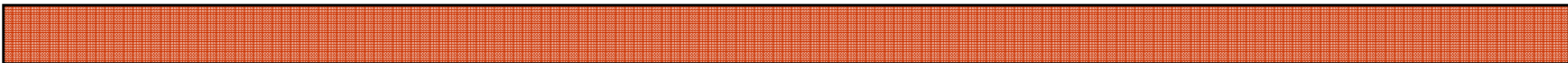
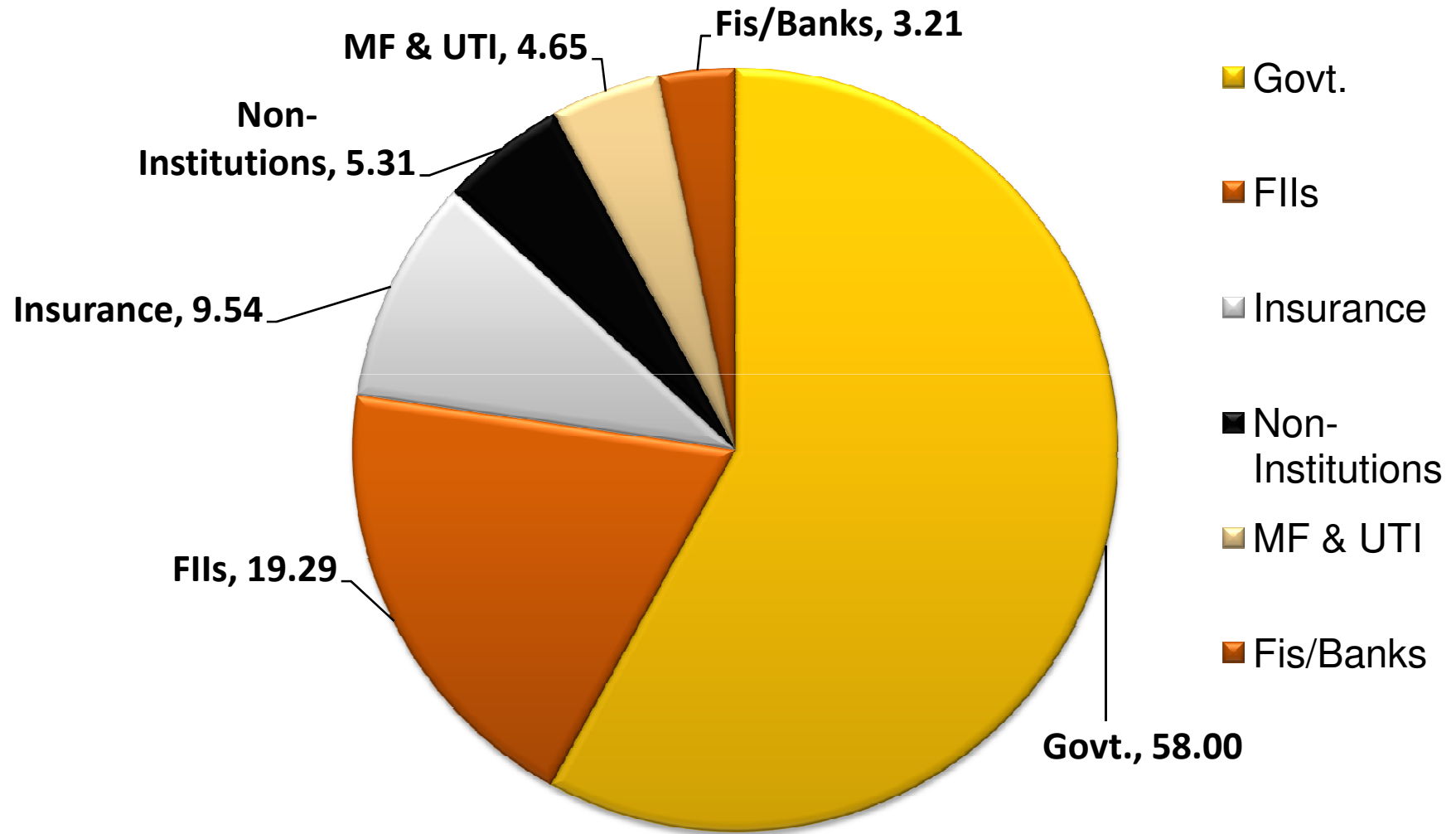


## ***Improved market Share –Improved Productivity***

<b>Sl.</b>	<b>Parameters</b>	<b>Jun'10</b>	<b>Mar'11</b>	<b>Jun'11</b>
<b>1</b>	<b>Deposit Market Share (%)</b>	<b>5.21</b>	<b>5.29</b>	<b>5.55</b>
<b>2</b>	<b>Credit Market Share (%)</b>	<b>5.34</b>	<b>5.44</b>	<b>5.44</b>
<b>3</b>	<b>Business Per Branch (Rs. Cr.)</b>	<b>91.0</b>	<b>105</b>	<b>105</b>
<b>4</b>	<b>Business Per Employee (Rs. Cr.)</b>	<b>8.4</b>	<b>10.2</b>	<b>10.5</b>



# **Shareholding Pattern** (As on 30<sup>th</sup> June 2011)





## ***Current Overseas Presence***

Type of office		Destination	Commencement of operations
Branch	1	Offshore Banking Unit, Mumbai	25 <sup>th</sup> September, 2003
	2	Kabul, Afghanistan	26 <sup>th</sup> July 2004
	3	Hong Kong Main	17 <sup>th</sup> December 2007
	4	Kowloon Hong Kong	2 <sup>nd</sup> April 2009
	5	DIFC, Dubai	20 <sup>th</sup> December 2009
Subsidiary	1	PNBIL, UK (7 branches)	10 <sup>th</sup> May 2007
	2	DRUK PNB Ltd., Bhutan (3 Branches)	27 <sup>th</sup> January 2010
	3	JSC SB PNB, Kazakhstan (5 Branches)	*13 <sup>th</sup> December 2010
Joint Venture	1	Everest Bank Limited, Kathmandu, Nepal (42 Branches)	January, 1997
Rep. Offices	1	Almaty, Kazakhstan	23 <sup>rd</sup> October, 1998
	2	Shanghai, China	3 <sup>rd</sup> September 2004
	3	Dubai, UAE	29 <sup>th</sup> June, 2005
	4	Oslo, Norway	1 <sup>st</sup> October 2008

***\*Date of Acquisition***

***Acquired controlling stake 63.64% in JSC DANA Bank to be known as JSC SB PNB***



## *Increasing Global Footprints...*

*© Representative Office will be shortly open in Sydney.*

*© Bank is in the process of:-*

*© Setting up of wholly owned subsidiary in Canada.*

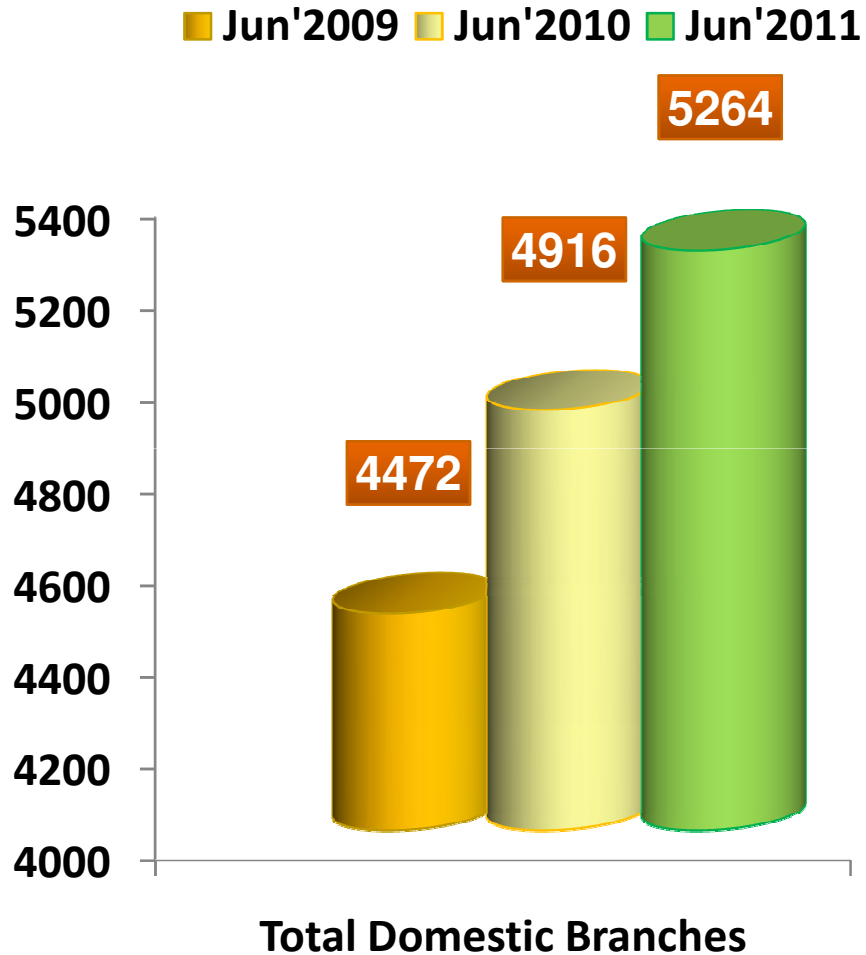
*© Upgrade Rep Offices -Oslo (Norway)*

*© Exploring possibilities for presence-  
Maldives, Singapore, South Africa, Bangladesh, Brazil  
and Turkmenistan.*





## Capacity Building – Expanding Network & Increasing Manpower



ATM NETWORK			
	Jun'09	Jun'10	Jun'11
ATMs	2340	3583	5375

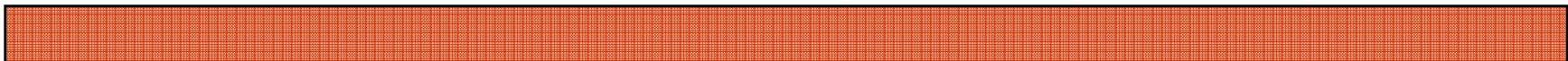
Population Group wise Branches (30 <sup>th</sup> Jun'11)			
Metro	Urban	Semi-Urban	Rural
873	1130	1196	2065
16.58	21.47	22.72	39.23

**118 new branches & 325 new ATMs added during Quarter 1 FY 12.**



## **Recognitions.....**

- ***PNB bagged the two awards by World HRD Congress & Employers Branding Institute:-***
  - ***2<sup>nd</sup> Asia's Best Employer Branding Awards 2011***
  - ***Asia's Best Corporate Social Responsibility Practices Awards 2011.***
  
- ***Best Corporate Social Responsibility Practice Award, 2011 by Bombay Stock Exchange for second year in a row.***
  
- ***Golden Peacock Award 2011 by Institute of Directors (IOD) for:-***
  - ***Corporate Social Responsibility***
  - ***Training***
  
- ***PNB adjudged as Top Indian Company under "Banks" Category by Dun and Bradstreet –Rolta Corporate Award 2010.***





*Thank You*

